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CUSTOMER PAYS
FREIGHT OR EXPRESS

FALL 1921 PRICELIST

PRICES NET CASH
F.O.B. WINCHESTER TENN

THE CUMBERLAND NURSERIES. WINCHESTER TENNESSEE.

ALL OTHER PRICES CANCELED

A P P L E

TWO YEAR		
10	100	1000
5 to 7 ft	\$7.50	\$60.00
4 to 6 ft	6.00	50.00
3 to 5 ft	5.00	40.00

Prices
on appli-
cation

ONE YEAR		
10	100	1000
4 to 6 ft	\$6.00	\$40.00
3 to 4 ft	5.00	30.00
2 to 3 ft	4.00	20.00

Prices.
on appli-
cation

ONE YEAR		
4 to 6 ft	\$7.50	\$40.00
3, 1/2-5ft	6.00	30.00
3 to 4 ft	5.00	25.00

Prices
on appli-
cation

P E A C H

JUNE BUDS		
3 to 4 ft	\$5.00	\$30.00
2 to 3 ft	4.00	20.00
1 to 2 ft	3.00	15.00

Prices
on appli-
cation

PEAR, PLUM, CHERRY OR APRICOT

TWO YEAR		
5 to 7 ft	\$10.00	\$75.00
4 to 5 ft	7.50	60.00

ONE YEAR		
3 to 4 ft	\$6.00	\$50.00
2 to 3 ft	5.00	40.00

QUINCE, MULBERRY, FIGS, JAPAN PERSIMMONS

3 to 4 ft \$1.00 each.....2 to 3 ft 75c each.....1 to 2 ft 50c each

GRAPES, One Year Number One	\$2.50 per 10	\$20.00 per 100
RASPBERRIES, DEWBERRIES, BLACKBERRIES	1.00 per 25	3.00 per 100
GOOSEBERRIES, CURRANTS	3.00 per 10	\$25.00 per 1000
STRAWBERRIES	\$1.00 per 100	\$6.00 per 1000
ASPARAGUS	1.00 per 10	7.50 per 100
HEDGE PLANTS, Privet	2 to 3 ft 5.00 per 100	EVERBEARING 2.00 per 100
SHADE TREES	8 to 10ft 1.50 each	RHUBARB 2.50 per 10
NUT TREES	2 to 3 ft 1.50 each	12.00 per 100
FLOWERING SHRUBS	2 to 3 ft 1.00 each	1 to 2 ft 4.00 per 100
EVERGREENS	2 to 3 ft 1.00 each	6 to 8 ft 1.00 each
VINES, assorted	1.00 each	1 to 2 ft 1.00 each
ROSES, Field grown	.75 each	(Special prices on large lots)
RAMBLER ROSES, Crimson, Dorothy Perkins, White Dorothy Perkins	.50 each	Balled and burlapped 1.50 each

TERMS AND CONDITIONS

PRICES IN THIS LIST ARE NET. Stock is to be delivered f. o. b. cars Winchester Tennessee, there our responsibility ends, the purchaser assuming all risk of carriage and delivery.

WE DO NOT REPLACE STOCK THAT FAILS TO LIVE. We deliver stock to transportation company in good condition. Delays in transit, neglect of planter or unfavorable climatic conditions are causes beyond our control and prevent our guaranteeing our trees and plants to live.

NON--WARRANTY. We give our constant careful attention to every detail of the propagation and handling of our nursery products, but we give no warranty, expressed or implied, as to variety, description, quality, productiveness, or any other matter of any Nursery Stock, Seeds or Plants we sell.

NON--DELIVERY of stock is excused in case of fire, frost, floods, strikes, disease attacks or other causes beyond seller's control.

TERMS. All cash with order, except on orders for 1000 trees or more, from parties known to us to be reliable, we will accept one-fourth cash with order, balance before shipment. Customer pays all transportation charges.

NET CASH ORDER BLANK

RED STAR TREES

Date.....

Ship when.....

THE CUMBERLAND NURSERIES
WINCHESTER TENNESSEE

Gentlemen:

Enclosed you will find \$... for which please send me by (freight) (express) (mail) the following nursery stock. This is subject to terms and conditions printed on reverse page hereof, which are specifically referred to and made a part of this contract.

[illegible]

Signed _____ P. O. _____ State _____

Shipping Point.....County.....State.....



THE CUMBERLAND NURSERIES

E. B. DRAKE, PROP.



WINCHESTER, TENN.

DID YOU EVER SEE A PRAIRIE FIRE

Racing across dry grass, the sparks driven by the wind, igniting outposts of defense and wiping them out at a breath?

That is the situation as to fruit trees this summer. Two months ago business was torpid, to-day the demand is sweeping up the Atlantic Seaboard and is licking up the supply like grass in a flame, and every week some nurseryman raises up the signal,—"sold out".

Nurserymen paid a long price for apple stocks last spring and the planting was far in excess of any previous season since the war began, but the April freezes -- they nipped and they stung and they stunted the infant trees until to-day there are not as many one year old apple that have reached three feet as there were last year; the fact is, it is not what we plant that makes the nurseryman able to fill his orders, it is what we get by the end of the growing season.

There are many years when we worked just as hard as we have worked this year and made a poor showing. And so when visitors exclaim over our blocks of June Buds and one year apple in this good year of 1921, we tell them to make their salaams to the WEATHER that gave us rains when we got anxious for them and stopped when we had enough,--obliging weather that may give us a slap yet.

"Don't try to buy PRICE, try to buy GOOD TREES"

This is the advice given by a famous state horticulturist to his people. Sound advice. Ninety percent of the commercial orchards planted the past decade were bought at a price less than the cost of production, to say nothing of the equal cost of selling and the general over-head. Sensible orchardists decry the tree agent with his lurid plate book and his specious promises, but it was that sort of graft only that made it possible for nurserymen to get by and pay their debts. The men who were selling trees on their own merits could not possibly extract enough money to keep even. We know because we tried it and got left. It was poor business all around -- weakness on the part of nurserymen and greed on the part of the orchardists,--both suffered. Don't make this mistake in the future.

Be just, pay a fair price and you will get a square deal.

Yours very truly

THE CUMBERLAND NURSERIES



THE CUMBERLAND NURSERIES

E. B. DRAKE, PROP.

Gould

WINCHESTER, TENN.



Dear Mr. Apple Orchardist:-

Our orders for fall delivery on stock going to the East have reached a point where we believe it will be good policy to develop a combination carlot to break bulk at Washington, D.C. and be distributed therefrom. To expedite the closing up of orders that may come to us we have decided to advise you, if you are interested, that we will allow the freight charges to Washington,--in other words to make our prices F.O.B. Washington, D.C., you to pay charges from Washington to destination.

We call your attention to the enclosed pricelist. It will take about 10,000 more apple trees to make the weight heavy enough to justify carload shipment.

We are very sure that our blocks represent the highest achievement in this country this season in the development of one year apple. The trees are probably 75% of them 4ft and up in the winter varieties. We have the finest lot of Yellow Trans, Duchess, Williams Favorite, Wilson's Red June, Starr, Early Harvest in summer kinds, these will average 3-5ft. The season has been favorable for ripening up, we have been getting frost every morning and as we sowed down crimson clover in the blocks to check the growth we believe that the bulk of the apple will be ready to dig by the first of November.

The scions were all cut last winter from bearing orchards in various parts of the country. We keep a record of the origin of every tree, you can plant them with confidence that they are TRUSTWORTHY trees that will prove permanently satisfactory.

If you want QUALITY in trees send us your order.

Yours very truly

THE CUMBERLAND NURSERIES

Thousand Rates	4-6ft	\$250.00	per 1000
	3-4ft	200.00	" "

